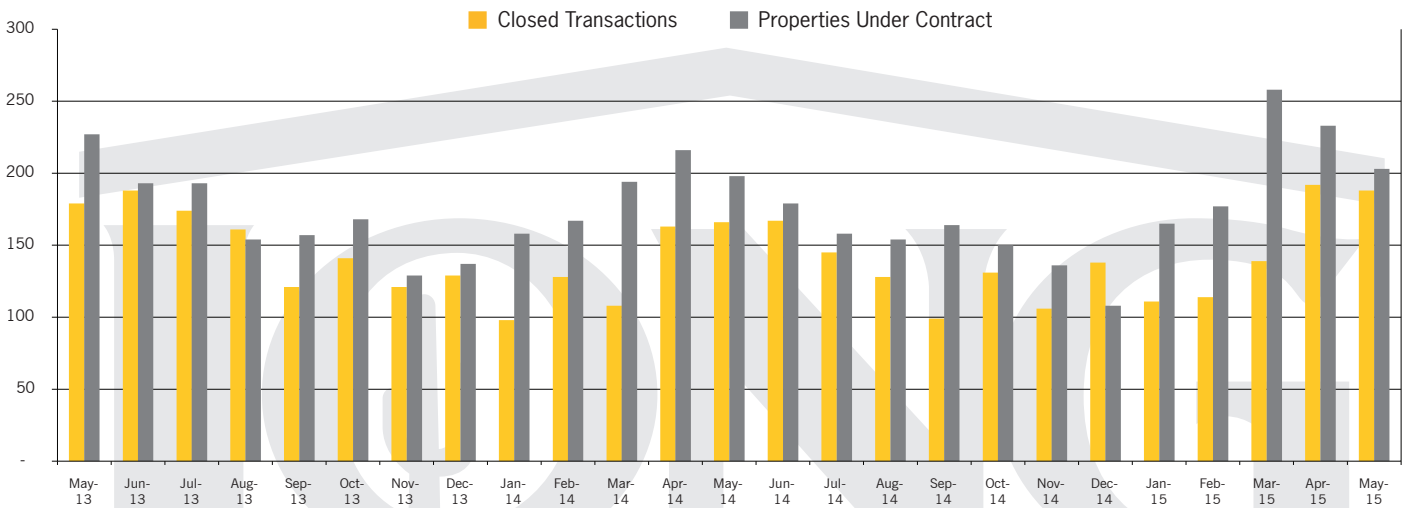




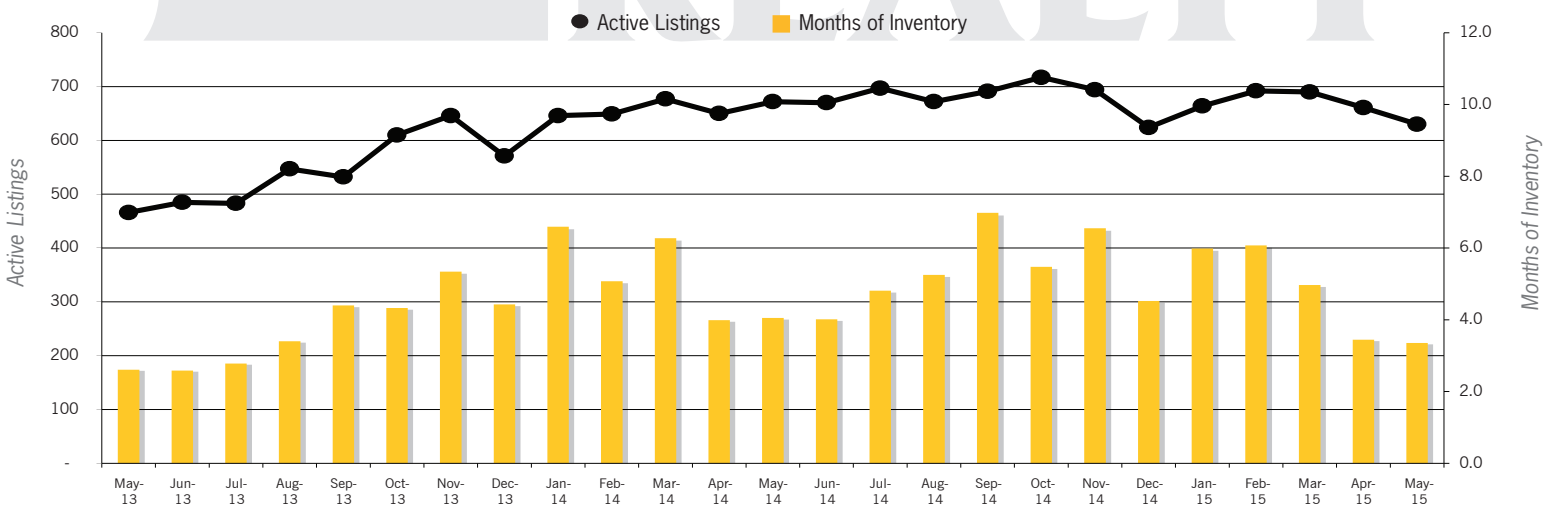
## Tucson Central | June 2015

In the Tucson Central area, May 2015 active inventory was 630, a 6% decrease from May 2014. There were 188 closings in May 2015, a 13% increase from May 2014. Year-to-date 2015 there were 744 closings, a 12% increase from year-to-date 2014. Months of Inventory was 3.4, down from 4.0 in May 2014. Median price of sold homes was \$156,500 for the month of May 2015, up 9% from May 2014. The Tucson Central area had 203 new properties under contract in May 2015, up 3% from May 2014.

### CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON CENTRAL



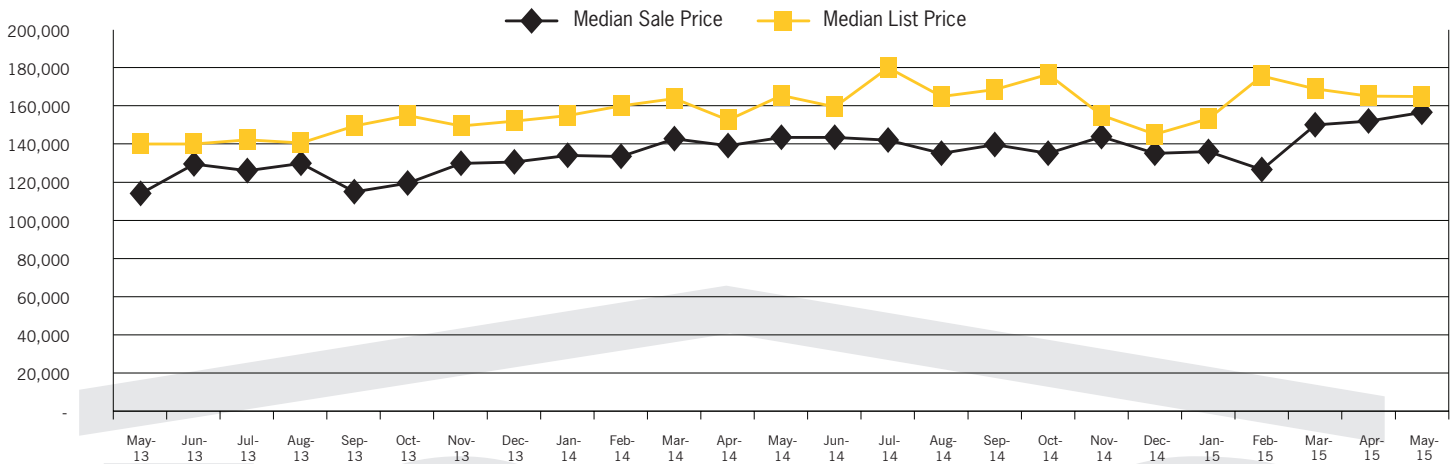
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON CENTRAL



Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.  
All data obtained 06/03/2015 is believed to be reliable, but not guaranteed.



## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON CENTRAL

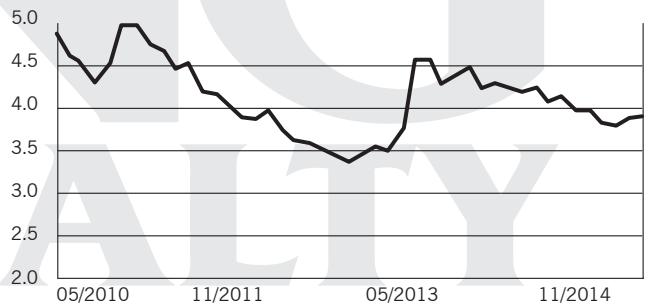


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON CENTRAL

Year	Median Price	Int. Rate	MO. Payment
2006	\$179,950	6.140%	\$1,040.38
2014	\$143,500	4.250%	\$670.64
2015	\$156,500	3.800%	\$692.76

## 30 YEAR FIXED MORTGAGE RATE

While mortgage rates have increased slightly recently, they are still well below 2010 levels.

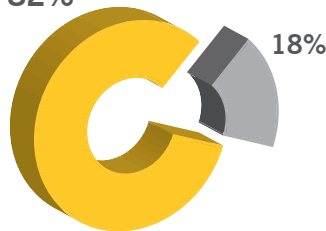


Source: Bankrate.com

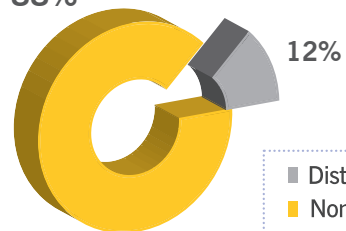
## DISTRESSED VS. NON-DISTRESSED SALES – TUCSON CENTRAL

The percentage of property sales that are distressed, meaning bank owned or short sales, for the current year as compared to the same time period last year. A lower percentage of distressed sales can lead to improving market conditions.

2014  
82%



2015 Year to Date  
88%



■ Distressed  
■ Non-Distressed



## MARKET CONDITIONS BY PRICE BAND – TUCSON CENTRAL

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15			
\$1 - 49,999	25	10	3	6	6	7	6	4.2	3.8	Seller
\$50,000 - 74,999	26	13	13	14	13	14	5	5.2	2.4	Seller
\$75,000 - 99,999	58	21	17	16	15	22	14	4.1	3.4	Seller
\$100,000 - 124,999	55	20	16	19	19	34	29	1.9	2.4	Seller
\$125,000 - 149,999	93	27	18	18	22	17	34	2.7	3.8	Seller
\$150,000 - 174,999	61	7	15	13	20	28	19	3.2	2.9	Seller
\$175,000 - 199,999	67	9	6	10	17	19	11	6.1	4.3	Slightly Seller
\$200,000 - 224,999	38	7	7	5	14	7	25	1.5	2.6	Seller
\$225,000 - 249,999	44	6	2	7	5	9	9	4.9	6.4	Balanced
\$250,000 - 274,999	26	7	4	5	5	13	6	4.3	3.4	Seller
\$275,000 - 299,999	21	5	2	1	6	8	7	3.0	3.0	Seller
\$300,000 - 349,999	25	4	6	4	2	6	9	2.8	5.2	Balanced
\$350,000 - 399,999	30	3	3	3	2	4	6	5.0	6.9	Slightly Buyer
\$400,000 - 499,999	31	3	2	0	1	4	2	15.5	15.3	Buyer
\$500,000 - 599,999	16	1	0	0	2	2	2	8.0	8.2	Slightly Buyer
\$600,000 - 699,999	7	0	0	1	0	0	3	2.3	7.7	Slightly Buyer
\$700,000 - 799,999	1	1	1	1	0	1	1	1.0	3.0	Seller
\$800,000 - 899,999	2	0	0	0	0	1	0	n/a	7.0	Slightly Buyer
\$900,000 - 999,999	1	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	3	0	1	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>630</b>	<b>144</b>	<b>116</b>	<b>123</b>	<b>149</b>	<b>196</b>	<b>188</b>	<b>3.4</b>	<b>3.7</b>	<b>Seller</b>

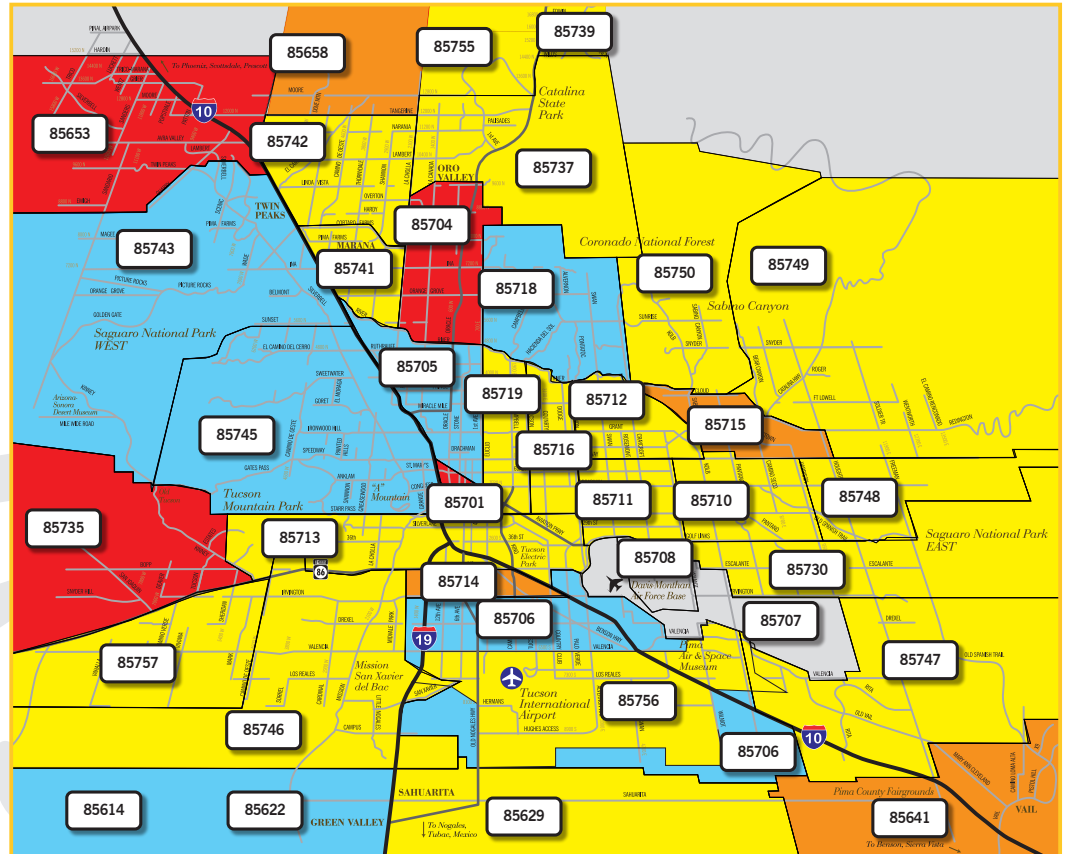




## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAR 2014-MAY 2014 TO MAR 2015-MAY 2015

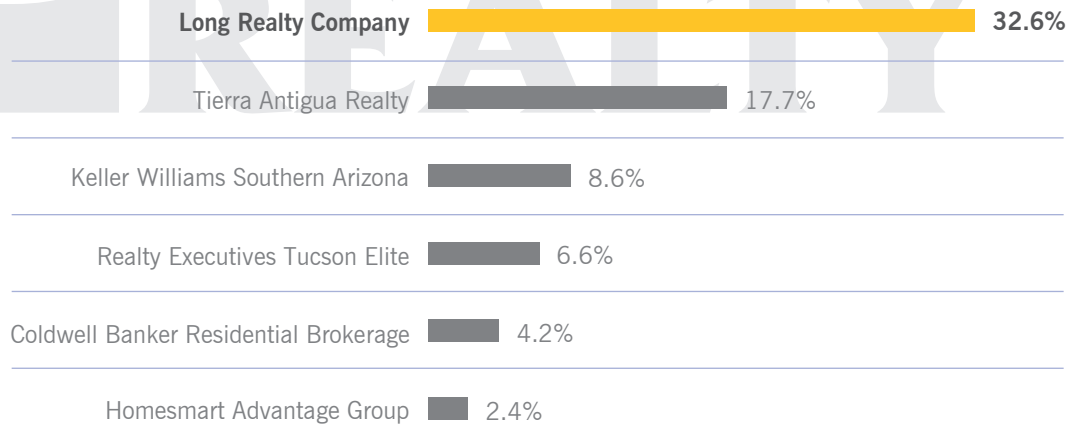
This heat map represents the percentage of change in Tucson metro median sales prices from March 2014-May 2014 to March 2015-May 2015 by zip code.



## MARKET SHARE – TUCSON CENTRAL

Long Realty leads the market in successful real estate sales.

Data Obtained 06/03/2015 from TARMLS using BrokerMetrics software for all closed residential sales volume between 06/01/2014 – 05/31/2015 rounded to the nearest tenth of one percent and deemed to be correct.



The Tucson Central Housing Report is comprised of data for residential properties in the Central area of Tucson as defined by TARMLS. Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range. Please feel free to contact me for a more in-depth analysis.